

In the Claims

1. (Currently amended) A method/ using a processing device, for materialization forecasting with respect to group reservations made by a group coordinator for the potential purchase of perishable commodities, comprising the steps of:

gathering past reservation information relating to past group reservations for perishable commodities that have already perished;

gathering current reservation information relating to a current group reservation for perishable commodities that have not yet perished;

comparing said past reservation information and said current reservation information, using said processing device;

calculating, using said processing device, the materialization level of said current group reservation based on said comparison; and

outputting a materialization forecast result for said current group reservation based on said calculated materialization level.

2. (Original) The method as set forth in claim 1, wherein said past reservation information includes historical commodity details regarding said past reservations.

3. (Original) The method as set forth in claim 2, wherein said past reservation information further includes Point-of-Sale (POS) information pertaining to said past reservations.

4. (Original) The method as set forth in claim 3, wherein said past reservation information further includes materialization information regarding said past reservations.

5. (Original) The method as set forth in claim 4, wherein said past reservation information includes demographic information about group coordinators who made said past group reservations.

6. (Original) The method as set forth in claim 5, wherein said demographic information includes one or more of the following pertaining to said group coordinators who made said past group reservations: age, sex, national origin, citizenship, country of residence, occupation, employer, annual income, education.

7. (Original) The method as set forth in claim 6, wherein said current group reservation information further includes commodity details regarding said current group reservation.

8. (Original) The method as set forth in claim 7, wherein said current group reservation information further includes POS information pertaining to said current reservations.

9. (Original) The method as set forth in claim 8, wherein said current reservation information includes demographic information about a group coordinator making said current reservation.

10. (Original) The method as set forth in claim 9, wherein said demographic information includes one or more of the following pertaining to said group coordinator making said current group reservation: age, sex, national origin, citizenship, country of residence, occupation, employer, annual income, education.

11. (Original) The method as set forth in claim 10, wherein said perishable commodity comprises airline seats, and wherein said historical commodity details include information related to one or more of the following with respect to said airline seats: carrier name, flight origin, flight destination, booking class, flight distance, departure time, connection time, arrival time, departure date, arrival date, flight duration, number of distinct legs comprising a complete one-way itinerary, aircraft type, aircraft capacity.

12. (Original) The method as set forth in claim 11, wherein said POS information includes one or more of the following: POS type, POS country, booking carrier, booking recency, change recency, fare code, number of passengers in said past group reservations, length of stay associated with the reservation, time between booking date and flight date, payment status.

13. (Original) The method as set forth in claim 12, wherein said commodity details regarding said current group reservation include information related to one or more of the following: carrier name, flight origin, flight destination, booking class, flight distance, departure time, connection time, arrival time, departure date, arrival date, flight duration, number of distinct legs comprising a complete one-way itinerary, aircraft type, aircraft capacity.

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14. (Currently amended) Computer-readable code ~~stored~~ embodied on computer-readable media for conducting materialization forecasting with respect to group reservations made by a group coordinator for the potential purchase of perishable commodities, comprising:

first subprocesses for gathering past reservation information relating to past group reservations for perishable commodities that have already perished;

second subprocesses for gathering current reservation information relating to a current group reservation for perishable commodities that have not yet perished;

third subprocesses for comparing said past reservation information and said current reservation information;

fourth subprocesses for calculating the materialization level of said current group reservation based on said comparison; and

fifth subprocesses for outputting a materialization forecast result for said current group reservation based on said calculated materialization level.

15. (Original) The computer-readable code as set forth in claim 14, wherein said past reservation information includes historical commodity details regarding said past reservations.

16. (Original) The computer-readable code as set forth in claim 15, wherein said past reservation information further includes Point-of-Sale (POS) information pertaining to said past reservations.

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17. (Original) The computer-readable code as set forth in claim 16, wherein said past reservation information further includes materialization information regarding said past reservations.

18. (Original) The computer-readable code as set forth in claim 17, wherein said past reservation information includes demographic information about group coordinators who made said past group reservations.

19. (Original) The computer-readable code as set forth in claim 18, wherein said demographic information includes one or more of the following pertaining to said group coordinators who made said past group reservations: age, sex, national origin, citizenship, country of residence, occupation, employer, annual income, education.

20. (Original) The computer-readable code as set forth in claim 19, wherein said current group reservation information further includes commodity details regarding said current group reservation.

21. (Original) The computer-readable code as set forth in claim 20, wherein said current group reservation information further includes POS information pertaining to said current reservations.

22. (Original) The computer-readable code as set forth in claim 21, wherein said current reservation information includes demographic information about a group coordinator making said current reservation.

23. (Original) The computer-readable code as set forth in claim 22, wherein said demographic information includes one or more of the following pertaining to said group coordinator making said current group reservation: age, sex, national origin, citizenship, country of residence, occupation, employer, annual income, education.

24. (Original) The computer-readable code as set forth in claim 23, wherein said perishable commodity comprises airline seats, and wherein said historical commodity details include information related to one or more of the following with respect to said airline seats: carrier name, flight origin, flight destination, booking class, flight distance, departure time, connection time, arrival time, departure date, arrival date,

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flight duration, number of distinct legs comprising a complete one-way itinerary, aircraft type, aircraft capacity.

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25. (Original) The computer-readable code as set forth in claim 24, wherein said POS information includes one or more of the following: POS type, POS country, booking carrier, booking recency, change recency, fare code, number of passengers in said past group reservations, length of stay associated with the reservation, time between booking date and flight date, payment status.

26. (Original) The computer-readable code as set forth in claim 25, wherein said commodity details regarding said current group reservation include information related to one or more of the following: carrier name, flight origin, flight destination, booking class, flight distance, departure time, connection time, arrival time, departure date, arrival date, flight duration, number of distinct legs comprising a complete one-way itinerary, aircraft type, aircraft capacity.
